



Hindustan Construction Co Ltd

Investor / Analyst Presentation



Presentation Flow

HCC	-	Performance Highlights & Financial Results
HCC E&C	-	Updates
Steiner AG	-	Updates
HCC Infrastructure	-	Updates
Lavasa	-	Updates



Key Financial Highlights : Q1 FY 2012-13



- **As compared to the same quarter of the previous year**
 - Turnover at Rs. 969.4 Cr from Rs. 1,059.6 Cr
 - Operating Profit at Rs. 69.1 Cr v/s Rs. 140.9 Cr
 - Loss of Rs. 30.9 Cr v/s PAT Rs. 2.9 Cr
 - Order backlog is at Rs. 15,020 Cr excluding L1 contracts worth Rs. 3,439 Cr
 - Employees cost, Other expenses and finance costs down as compared to previous quarter (Q to Q)

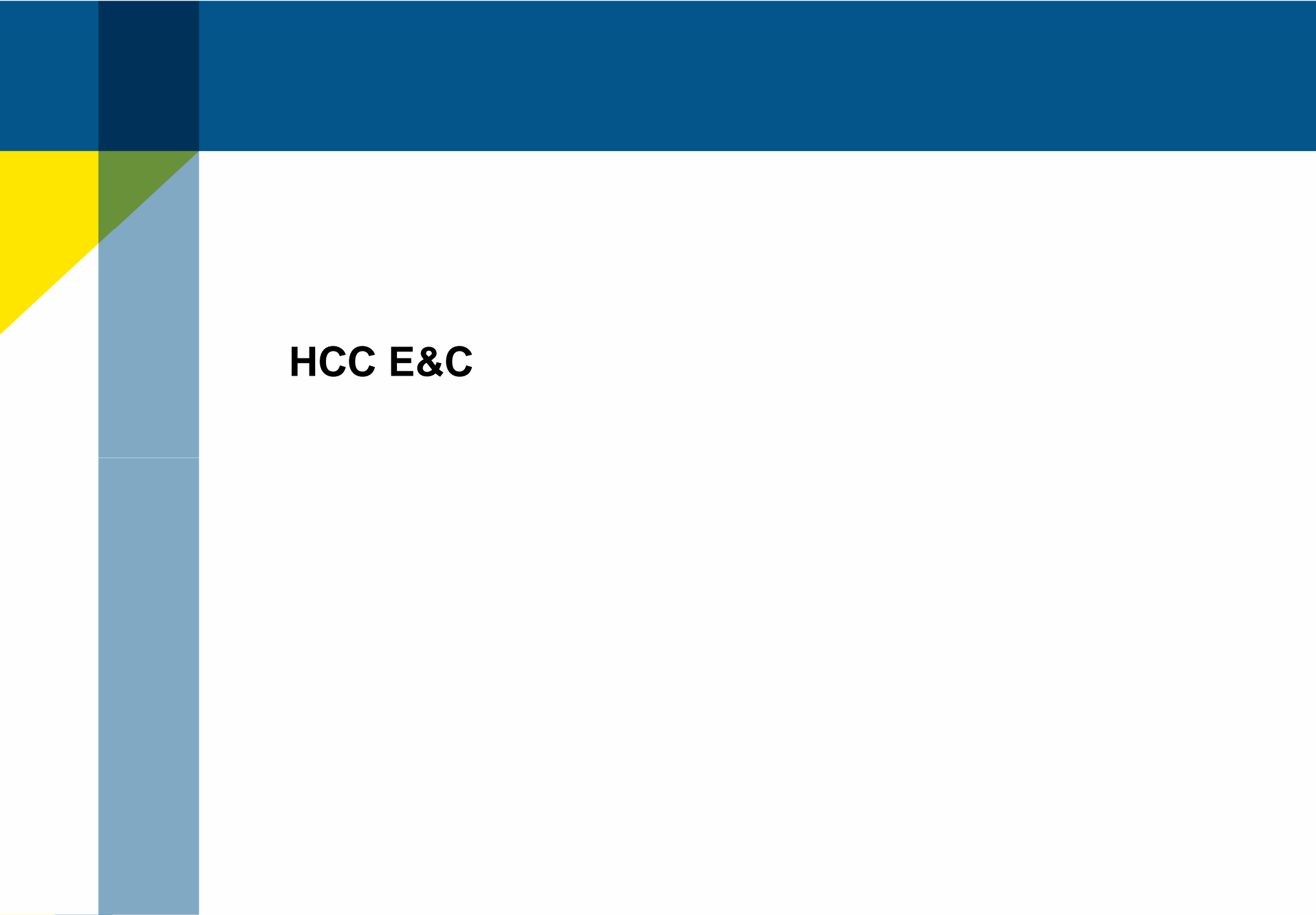


Financial Performance Review : Q1 FY 2012-13 (3 mths)



For the quarter ended 30 th June 2012	Q1 FY 2012-13		Q1 FY 2011-12		
	Rs. Cr	% to turnover	Rs. Cr	% to turnover	y-o-y growth %
Turnover (inclusive of JV)	969		1060		(8.5)
Turnover (net of JV)	969	100.0	1058	100.0	(8.3)
Other Income	52	5.3	1	0.1	
Construction Cost (incl. other expenses)	806	83.1	804	76.0	0.2%
Employee Cost	95	9.7	113	10.6	(16.0)
EBITDA	69	7.1	140	13.02	(51.0)
Interest	128	13.2	115	10.8	(11.8)
Depreciation	41	4.2	39	3.7	(3.3)
Profit / (Loss) Before Tax	(44)		6	0.6	-
Tax	(13)	(1.4)	3	0.3	-
Profit / (Loss) After Tax	(31)	(3.2)	3	0.3	-



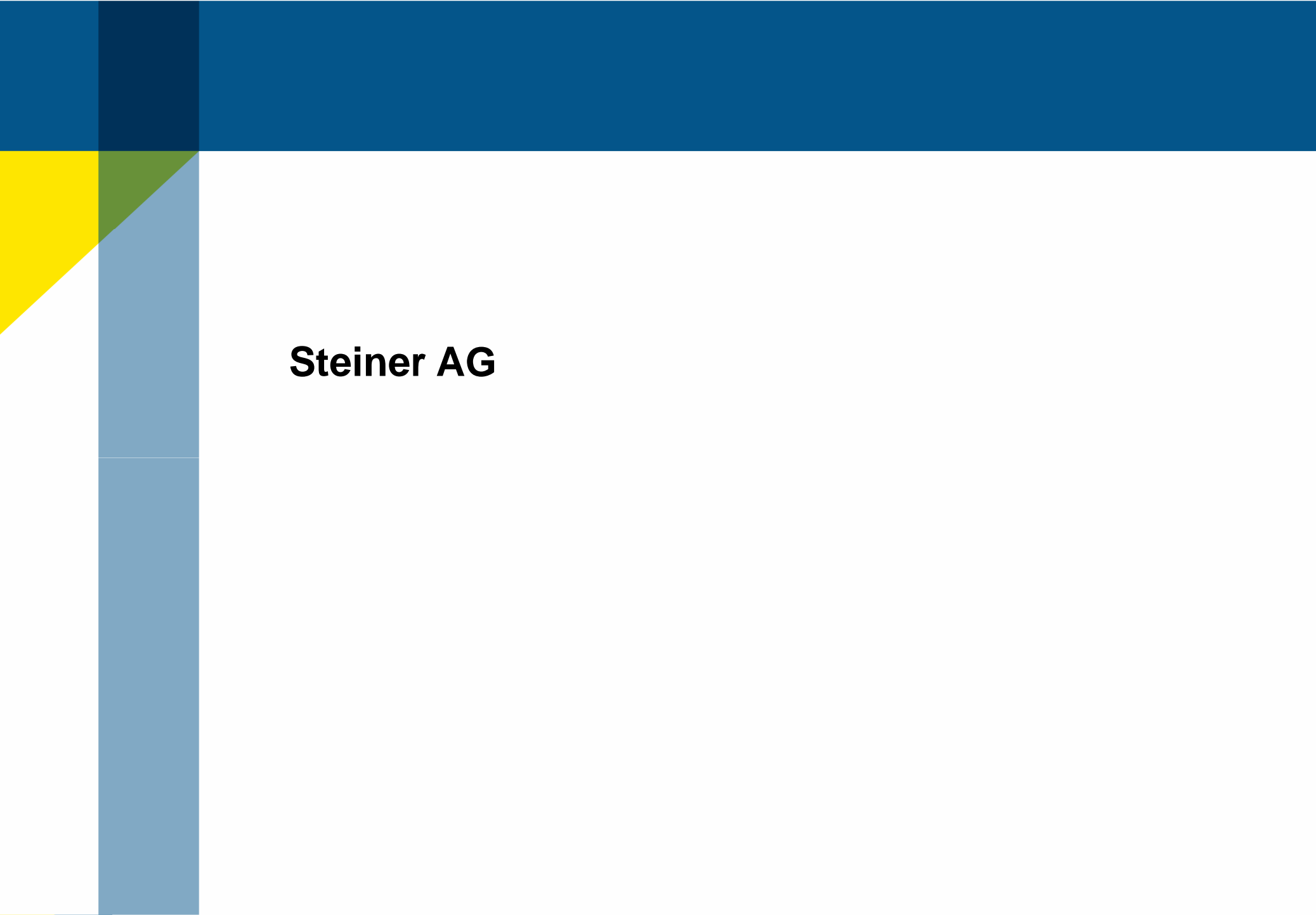


HCC E&C

Updates on Corporate Debt Restructuring (CDR)

- **The Corporate Debt Restructuring EG has approved the CDR package in June 2012 restructuring debts of around Rs 3,200 crs**
- **Broad terms of CDR package are;**
 - Principal moratorium of 2 years and structured repayment of 8 years of restructured term loans
 - Softening of Interest rate
 - Need based additional working capital funding would be sanctioned by the existing Bankers





Steiner AG

Highlights

- Closing order backlog at CHF 1.50 billion (Rs. 8,716 Cr) excluding contracts of CHF 140 million (Rs. 813 Cr) yet to be signed
- Order inflow during the quarter of CHF 192 million (Rs. 1,156 Cr)

(exchange rate of 1 CHF = Rs 58.11 as of June 30, 2012)

As per IGAAP	Q1 ended 30 th June 2012	Q1 ended 30 th June 2012	Q1 ended 30 th June 2011	Q1 ended 30 th June 2011
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	202.6	1,177.6	170.8	992.3





HCC Infrastructure

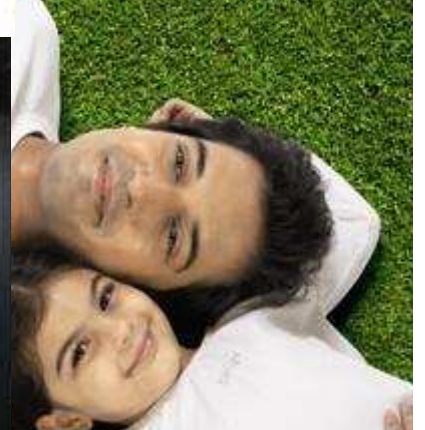
Business Update

- **Awarded Narmada Bridge Project by NHAI**
 - Six-laning between Vadodara-Surat section of NH8, including construction of four lane Extradosed Bridge across Narmada river in Gujarat
 - Total Project Cost ~Rs.1,400 Crore; Concession Period of 12 years
 - Concession Agreement signed on July 23; operations to commence in 2013
- **Portfolio of ~Rs.7,000 crore including seven NHAI road concessions**
 - Dhule Palesner Highway started user fee collection on February 11, 4 months ahead of schedule
 - Achieved Final Completion on June 12, 2012
 - Revised toll notification under process and revisions expected by mid-August
 - Execution of West Bengal projects (NH34) underway (~30% complete)
 - Equity fully invested for Baharampore-Farakka (Pkg 3) and Farakka-Raiganj (Pkg 4)





Lavasa Corporation Limited



Lavasa Highlights

- **EHL (Ecole Hotelier Lavasa) – Admission for the fourth batch started & scheduled to commence on 30th July,2012**
- **Fun Square Digital Cinema – MOU signed to promotes new Bollywood release at LEZ**
- **Griffith university Australia – Master program in Hospitality Management**
- **TAFE (Queensland Australia) - Vocational training in Hospitality & Cookery**



Lavasa Highlights

- **The construction work commenced, app. 3,500 workers on ground**
 - ~150 units handing over of completed
 - ~100 units are further ready to handover
- **Lavasa associated with Fun Square Digital Cinema that promotes new Bollywood release at Lavasa Experience Zone**
- **Lavasa restructuring has been approved by consortium bankers**
- **Received restructuring approval from Lead bank**





Thank You

Disclaimer

This presentation contains certain forward looking statements concerning future business prospects and profitability of HCC, which are subject to a number of risks and uncertainties and actual results could materially differ from those in such forward looking statements, important developments that could affect the company's operations include a downtrend in the infrastructure sector, significant changes in political and economic environment in India, tax laws, labor relations, litigation etc. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.